

Message Text

UNCLASSIFIED

PAGE 01 BONN 15651 281750Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 W
-----127331 290335Z /20

R 281742Z AUG 78
FM AMEMBASSY BONN
TO USMISSION USBERLIN
AMCONSUL BREMEN
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH
AMCONSUL STUTTGART
INFO AMEMBASSY VIENNA
AMEMBASSY BERN
SECSTATE WASHDC 1393

UNCLAS BONN 15651

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: AGENT /DISTRIBUTOR CONFERENCE
FOR FSLs

1. SUMMARY. CONFERENCE FOR GERMAN FSLs ON ADS/IMC
AGENCY SEARCHES WILL BE HELD IN DUESSELDORF OCTOBER
23 AND STUTTGART NOVEMBER 8, 1978. BERN AND VIENNA
ARE CORDIALLY INVITED TO PARTICIPATE. END SUMMARY.

2. THE EMBASSY ANNOUNCES THAT CONGENS DUSSELDORF AND
STUTTGART HAVE GRACIOUSLY AGREED TO HOST ONE DAY
CONFERENCES FOR FSLs ON THE SUBJECT OF MISSION EFFORTS
TO FIND GOOD AGENT/DISTRIBUTORS FOR AMERICAN EXPORTERS
UNDER TWO CLOSELY RELATED USDOC PROGRAMS (A) THE
STANDARD ADS ("AGENT DISTRIBUTOR SERVICE") AND
(B) US IMC COLOGNE EXHIBITORS SEEKING REPRESENTATIVES
IN GERMANY. THIS TWIN SERVICE TO BUSINESSMEN IS ONE OF
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BONN 15651 281750Z

THE MOST RAPIDLY RISING WORKLOAD COMPONENTS IN OUR CCP.

3. THE FORMAT ENVISAGED IS THE SAME FOR EITHER
LOCATION. AN EMBOFF (GUS COONTZ OR PAT KILLOUGH)
ACCOMPANIED BY THE TWO FSLs WHO COORDINATE THE AGENT
SEARCHES (ANNELIESE HELF FOR ADS; KARIN WILLAMOWSKI
FOR POST-SHOW REPFINDS) WILL COME TO CONFERENCE SITES.

SESSIONS WILL RUN FROM 10:00 TO NO LATER THAN 16:00.
EMBASSY TEAM WILL REVIEW CURRENT ADMINISTRATIVE
STRUCTURES PROCEDURES. REPS OF EACH POST WILL
EXPLAIN POST PROCEDURES. SELECTED FSLs WILL BE
ASSIGNED IN ADVANCE TO COMMENT BRIEFLY ON INDICATED

GENERAL PROBLEMS. AT CONCLUSION OF SECOND CONFERENCE
EMBASSY WILL SEND REPORT AND RECOMMENDATIONS TO STATE
AND COMMERCE.

4. EMBASSY WILL WRITE ORDERS AND FUND PERDIEM
EXPENSES FOR ONE REPEAT ONE FSL PER POST. HE OR SHE
SHOULD BE HEAVILY INVOLVED IN ADS/IMC AGENCY
SEARCHES. POSTS ARE WELCOME TO SEND OTHER FSLs AT
POST EXPENSE.

5. VIENNA AND BERN ARE ALSO INVITED TO SEND
PARTICIPANTS TO EITHER SESSION.

6. REPS OF NORTHERN POSTS (BERLIN, BREMEN,
DUSSELDORF AND HAMBURG) WILL MEET IN DUSSELDORF
MONDAY, OCTOBER 23, 1978.

7. REPS OF SOUTHERN POSTS (FRANKFURT, MUNICH,
STUTTGART) WILL MEET IN STUTTGART, WEDNESDAY,
NOVEMBER 8, 1978.
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BONN 15651 281750Z

8. POSTS SHOULD SUBMIT NAMES OF TRAVELERS AND TRAVEL
PLANS ALONG WITH PROPOSED TOPICS FOR DISCUSSION TO
EMBASSY BY FRIDAY, SEPTEMBER 15. EMBASSY WILL SEND
FINAL AGENDA LATER.
MEEHAN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BONN15651
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780351-1308
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780815/aaaaalzn.tel
Line Count: 100
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 1911635a-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1595107
Secure: OPEN
Status: NATIVE
Subject: AGENT /DISTRIBUTOR CONFERENCE FOR FSLs
TAGS: BEXP, GE
To: COM USBERLIN MULTIPLE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/1911635a-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014